

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 MMO-04 SP-02 ICA-20 AID-05
NSC-05 TRSE-00 SS-15 STR-07 OMB-01 CEA-01 CIAE-00
COME-00 FRB-01 INR-10 NSAE-00 XMB-04 OPIC-06
LAB-04 SIL-01 AGRE-00 DOE-15 SOE-02 DODE-00 PM-05
H-02 L-03 PA-02 ACDA-12 /148 W
-----025838 240129Z /64

R 211819Z APR 78
FM AMEMBASSY MADRID
TO SECSTATE WASHDC 4326

UNCLAS MADRID 04332

E.O. 11652: N/A
TAGS: ETRD, BEXP SP
SUBJECT: INTERAGENCY TASK FORCE TO DEVELOP A NATIONAL
EXPORT POLICY

REF: STATE 95673

1. WE ARE PLEASED TO OFFER THE FOLLOWING COMMENTS AND
SUGGESTIONS.

A. THE DEVELOPMENT OF A COHESIVE AND CONSISTENT NATIONAL
EXPORT POLICY WOULD IN ITSELF STRENGTHEN THE FOREIGN
PERCEPTION OF THE US AS A RELIABLE SUPPLIER.

B. PROVIDED THAT AMERICAN FIRMS ARE REALISTIC IN THEIR
QUOTATIONS, US GOODS AND SERVICES ARE NOW GENERALLY PRICE
COMPETITIVE. WHAT HAS HAPPENED TO OUR EXCHANGE RATE IS,
OF COURSE, VERY SIGNIFICANT IN THAT REGARD. OUR EXPE-
RIENCES HERE AND IN OTHER PARTS OF THE WORLD CONFIRM THAT
FINANCING IS THE AREA IN WHICH WE ARE LEAST COMPETITIVE.
THE NEW, AGGRESSIVE POLICY OF THE EXPORT-IMPORT BANK IS,
OF COURSE, WELCOME AND, WHILE WE APPRECIATE THE INTENT
OF THE SO CALLED GENTLEMAN'S AGREEMENT, WE SUGGEST THAT
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SOME MECHANISM BE INCORPORATED IN EXIM TERMS WHICH WOULD
PRECLUDE A COMPETITOR WINNING A BID THROUGH LAST-MINUTE
FUDGING OR SWEETENING OF ITS FINANCING PACKAGE,
PARTICULARLY SINCE SUCH BIDS TEND TO BE FOR LARGE ORDERS.

C. PRESENT GUIDELINES SHOULD BE MODIFIED TO OERMIT A
SPECIFIC RESPONSE AND RECOMMENDATION BY USG ENTITIES TO

REQUESTS BY HOST GOVERNMENTS IN SITUATIONS IN WHICH
SEVERAL US AND FOREIGN FIRMS ARE COMPETING. THE SUGGES-
TION THAT ALL US PRODUCTS ARE EQUALLY GOOD OFTEN RESULTS
IN THE NON-US FIRM WINNING THE BID.

D. WE SHOULD ATTEMPT TO ACHIEVE OUR NUCLEAR NON-PROLIFERA-
TION AIMS IN A MANNER THAT DOES NOT UNDERMINE THE PRIME
POSITION OF THE US AS A SUPPLIER OF NUCLEAR ENERGY RELATED
HARD AND SOFT WARE.

E. WE SHOULD CONTINUE TO ENCOURAGE THE GOS TO BE AS
FORTHCOMING AS POSSIBLE AT MULTILATERAL TRADE NEGOTIATIONS
IN FURTHER LIBERALIZING ENTRY INTO THE SPANISH MARKET.
STABLER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EXPORTS, INTERAGENCY COOPERATION, POLICIES
Control Number: n/a
Copy: SINGLE
Draft Date: 21 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978MADRID04332
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780173-1118
Format: TEL
From: MADRID
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780431/aaaabadb.tel
Line Count: 76
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 021aefa9-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 STATE 95673
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2893704
Secure: OPEN
Status: NATIVE
Subject: INTERAGENCY TASK FORCE TO DEVELOP A NATIONAL EXPORT POLICY
TAGS: ETRD, BEXP, SP, US
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/021aefa9-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014